

# CharlesTown Races



Post Office Box 551 Charles Town, West Virginia 25414 • 304-725-7001

March 22, 1989

Clair Carcich  
Coordinator, Special Media  
Philip Morris U.S.A.  
120 Park Avenue  
New York, NY 10017

Dear Clair:

In reference to the merchandising section of the contract for clock advertising at the Charles Town Races.

As we discussed when you were here, the track does not own the concession stands. This is owned by the Harry M. Stevens Co. and they are responsible for the sale of cigarettes. There are no vending machines and none are anticipated. I believe you spoke with Mr. Danny Clark, the manager of Harry M. Stevens, when you were here regarding at least 50% of the brands by PM. There are always more than 50% being displayed at all times.

Since the track does not own the cigarette concession, our general manager, Don Hudson, feels reluctant to sign the contract with the merchandising section presently in the contract. Could this section possibly be changed with this thought in mind? Please call or write me in reference to this.

Sincerely,

W. Douglas Stewart  
Director of Marketing

WDS/bw

- Contract states "if any"

Contract reent 4/4/89

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